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news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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SEPTEMBER 1984 SALES FIGURES FOR COMMERCIAL HEAT TREATERS UP 17.2% OVER SEPTEMBER 1983 TOTAL

The September 1984 sales total amounted to \$35.6 million, up from \$30.4 million in September, 1983.

For the first nine months of 1984, the Metal Treating Industry recorded sales of \$332.0 million, up 36.7% from the 1983 total for this period of \$242.8 million.

All MTI districts recorded gains over the September 1983 billings total.

A summary of percentage change by geographic regions follows:

	<u>District</u>	<u>Sept. 84 vs. Sept. 83</u>	<u>Total 1984 vs. 1983</u>
1	New England (MA-RI-CT)	24.3	24.8
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	5.3	26.8
3	South Central (W.PA-OH-IN-KY)	19.8	42.6
4	Michigan	24.9	52.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	28.1	39.2
6	North Central (IL-WI-MN-MO-IA)	11.0	40.5
7	Pacific Coast (So.CA-AZ)	12.6	21.9
8	Southwest (TX-OK-AR-CO-1A-UT)	39.7	40.1
9	Northwest (No.CA-OR-WA-B.C.)	21.2	32.8

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1984

BILLINGS FOR MONTH

	Total Members ¹	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	300	30356.7	35563.7	17.2	100.0	100.0
Dist. 1	17	1668.3	2073.8	24.3	5.5	5.8
Dist. 2	39	5098.3	5368.1	5.3	16.8	15.1
Dist. 3	59	5235.8	6270.0	19.8	17.2	17.6
Dist. 4	30	4693.0	5859.9	24.9	15.5	16.5
Dist. 5	23	1078.5	1381.3	28.1	3.6	3.9
Dist. 6	46	6542.0	7263.2	11.0	21.6	20.4
Dist. 7	28	3763.5	4238.0	12.6	12.4	11.9
Dist. 8	27	1888.5	2638.3	39.7	6.2	7.4
Dist. 9	9	388.7	471.1	21.2	1.3	1.3
Foreign	22					

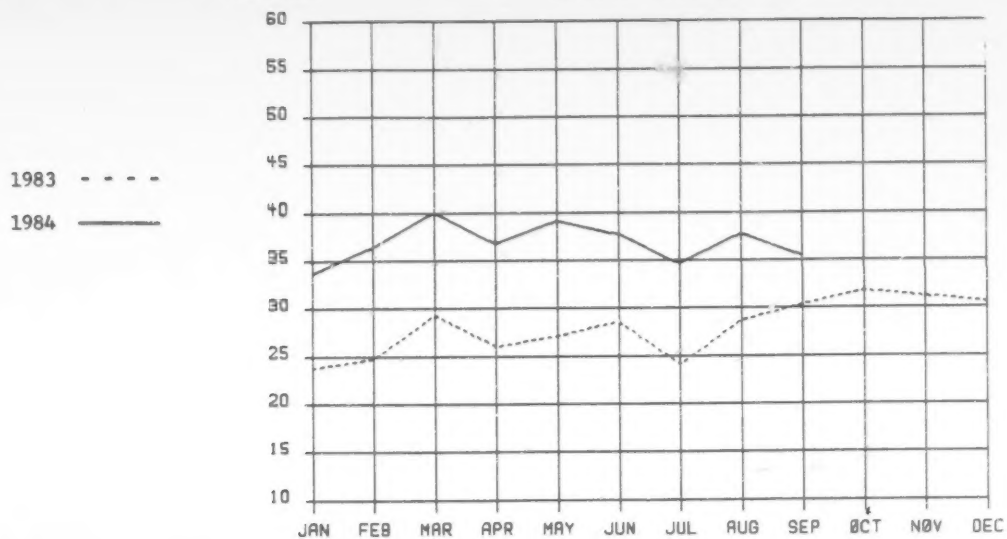
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	242804.1	332029.0	36.7	100.0	100.0
Dist. 1	14125.4	17622.2	24.8	5.8	5.3
Dist. 2	39791.1	50468.2	26.8	16.4	15.2
Dist. 3	41078.6	58576.8	42.6	16.9	17.6
Dist. 4	35375.0	54060.6	52.8	14.6	16.3
Dist. 5	9648.9	13433.4	39.2	4.0	4.0
Dist. 6	49399.1	69401.6	40.5	20.3	20.9
Dist. 7	33440.4	40774.3	21.9	13.8	12.3
Dist. 8	16550.1	23183.6	40.1	6.8	7.0
Dist. 9	3395.4	4508.5	32.8	1.4	1.4

¹ Total MTI membership including firms that do not participate in monthly analysis.

MILLIONS

NATIONAL BILLINGS

Gain or Loss

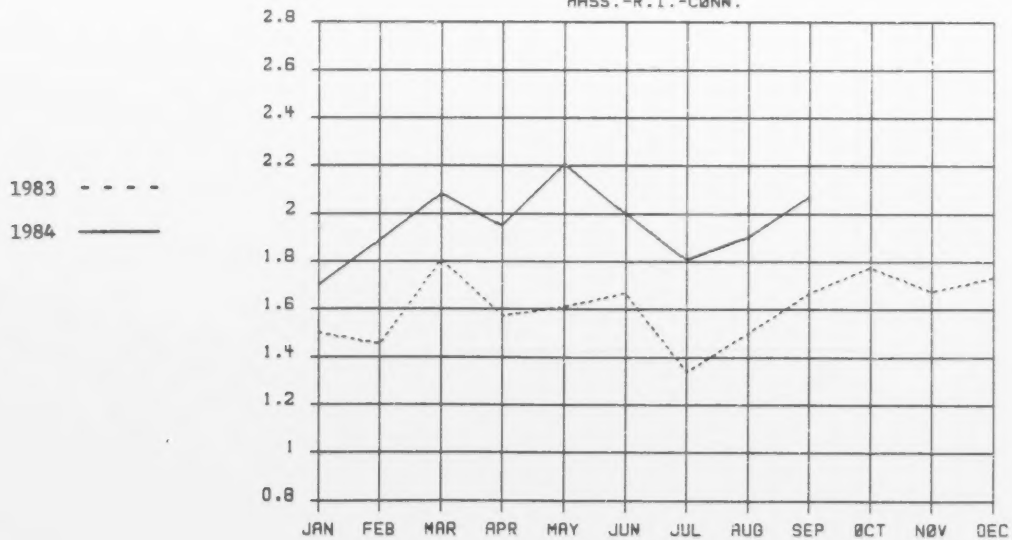
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	41.8	47.2	36.4	41.5	44.4	32.0	43.9	31.7	17.2			
% Change	41.8	44.6	41.5	41.5	42.1	40.3	40.8	39.5	36.7			

MILLIONS

DISTRICT 1
MASS.-R.I.-CONN.Gain or Loss

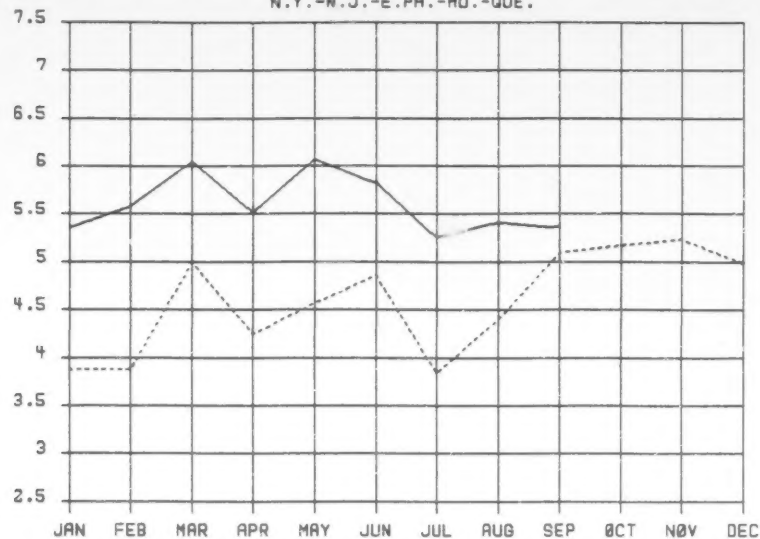
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	13.4	29.8	15.2	23.9	37.1	19.9	35.3	26.9	24.3			
% Change	13.4	21.5	19.1	20.3	23.7	23.0	24.5	24.8	24.8			

MILLIONS

DISTRICT 2
N.Y.-N.J.-E.PR.-MD.-QUE.1983 - - - -
1984 - - - -Gain or Loss

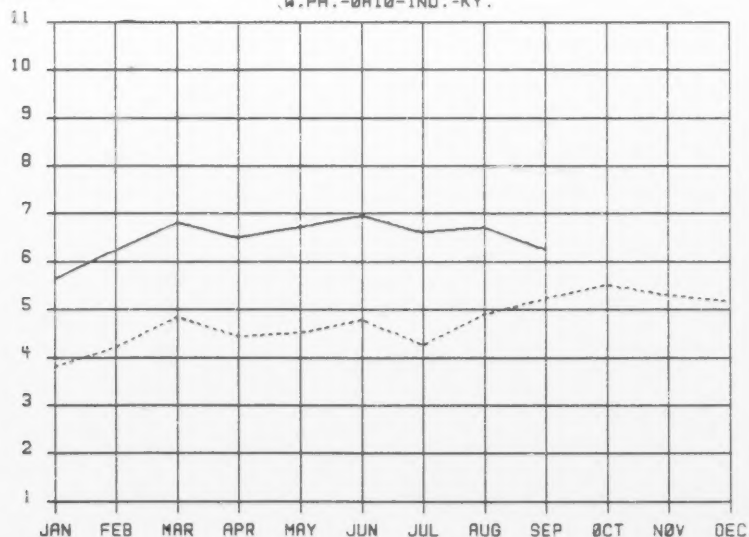
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	38.0	44.1	21.0	29.8	32.9	20.0	36.8	23.0	5.3			
% Change	38.0	41.0	33.2	32.4	32.5	30.2	31.0	30.0	26.8			

MILLIONS

DISTRICT 3
W.PR.-OHIO-IND.-KY.1983 - - - -
1984 - - - -Gain or Loss

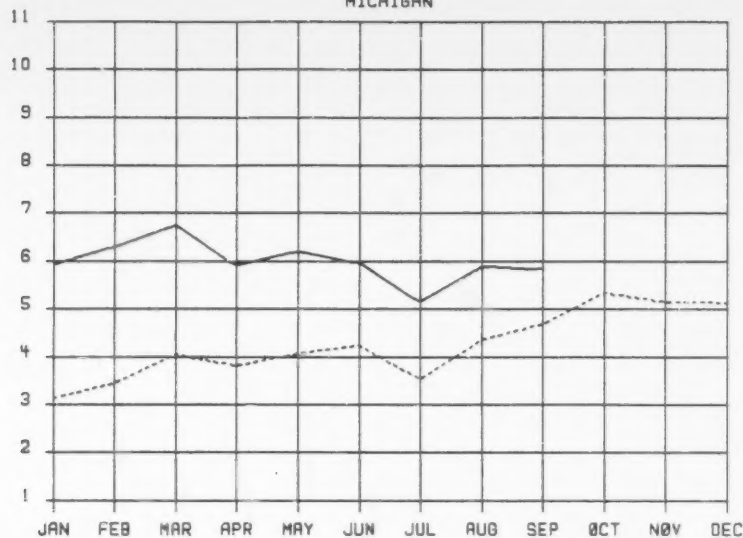
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	48.0	47.9	40.5	46.7	48.9	45.5	55.1	37.0	19.8			
% Change	48.0	48.0	45.2	45.6	46.2	46.1	47.4	45.9	42.6			

MILLIONS

DISTRICT 4
MICHIGAN1983 - - - -
1984 - - - -Gain or Loss

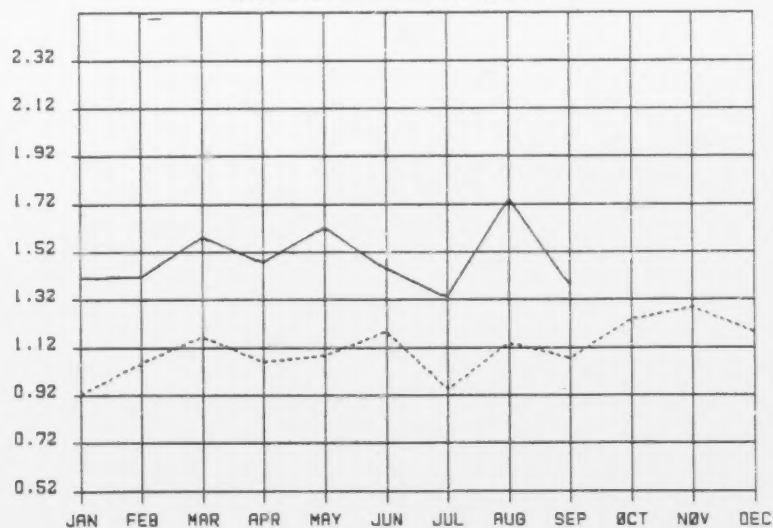
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	89.1	82.4	66.6	55.3	52.6	40.8	46.0	35.7	24.9			
% Change	89.1	85.6	78.4	72.3	68.0	62.9	60.6	57.1	52.8			

MILLIONS

DISTRICT 5
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.1983 - - - -
1984 - - - -Gain or Loss

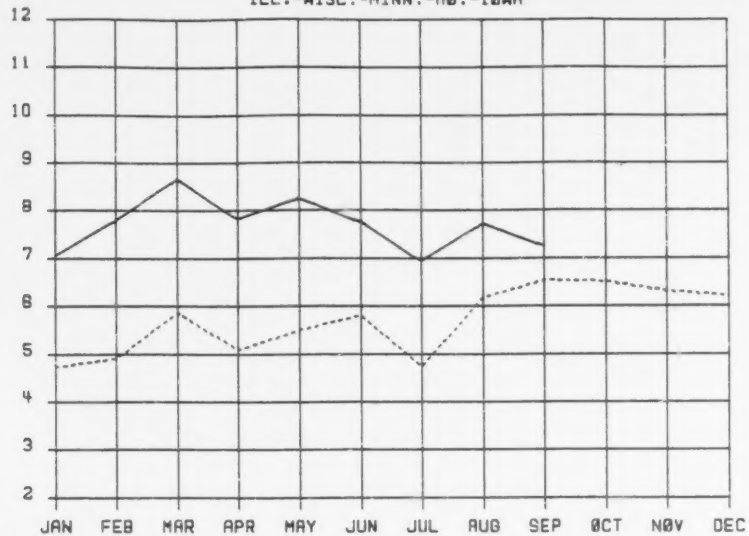
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	52.6	34.3	35.7	39.5	49.5	22.1	41.2	53.1	28.1			
% Change	52.6	42.8	40.2	40.0	42.0	38.3	38.7	40.6	39.2			

MILLIONS

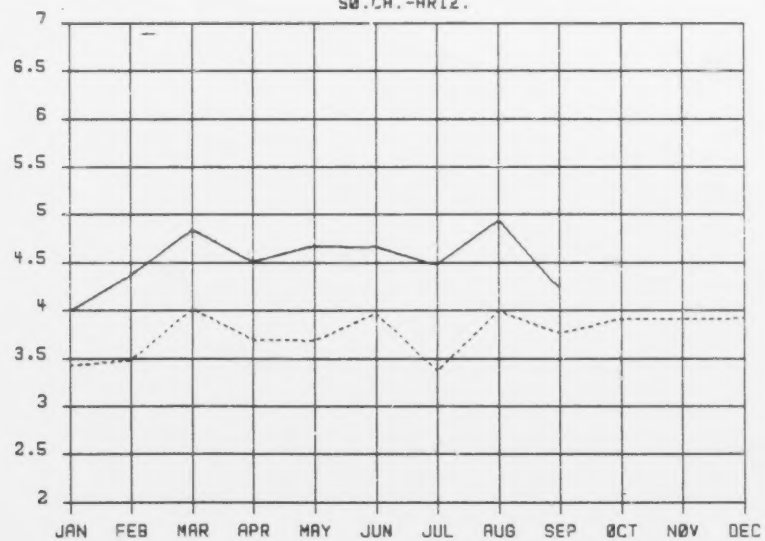
DISTRICT 6
ILL.-WISC.-MINN.-MO.-IOWA1983 - - - -
1984 - - - -Gain or Loss

Monthly

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	49.2	59.0	47.8	54.1	50.1	33.6	46.6	25.3	11.0			
% Change	49.2	54.2	51.8	52.4	51.9	48.6	48.3	45.0	40.5			

Cumulative

MILLIONS

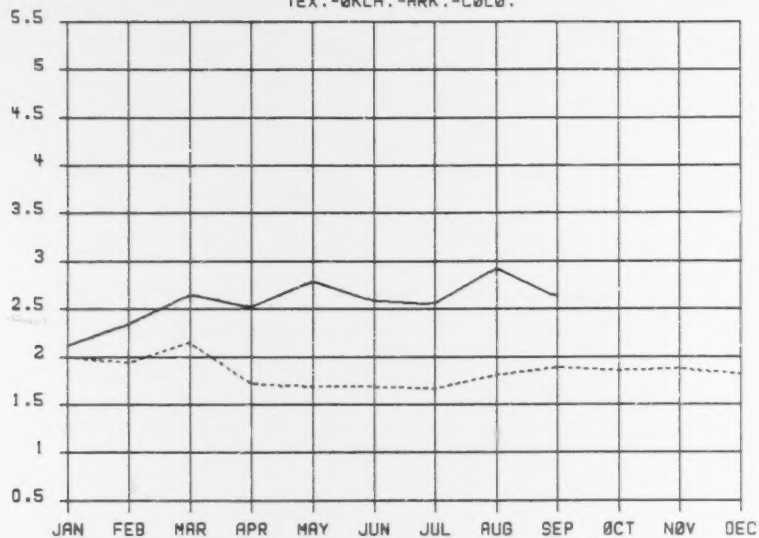
DISTRICT 7
SO. CAL.-ARIZ.1983 - - - -
1984 - - - -Gain or Loss

Monthly

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	16.8	25.6	20.4	21.9	26.8	17.6	33.3	23.8	12.6			
% Change	16.8	21.2	20.9	21.2	22.3	21.5	23.0	23.1	21.9			

Cumulative

MILLIONS

DISTRICT 8
TEX.-OKLA.-ARK.-COLO.1983 - - - -
1984 - - - -Gain or Loss

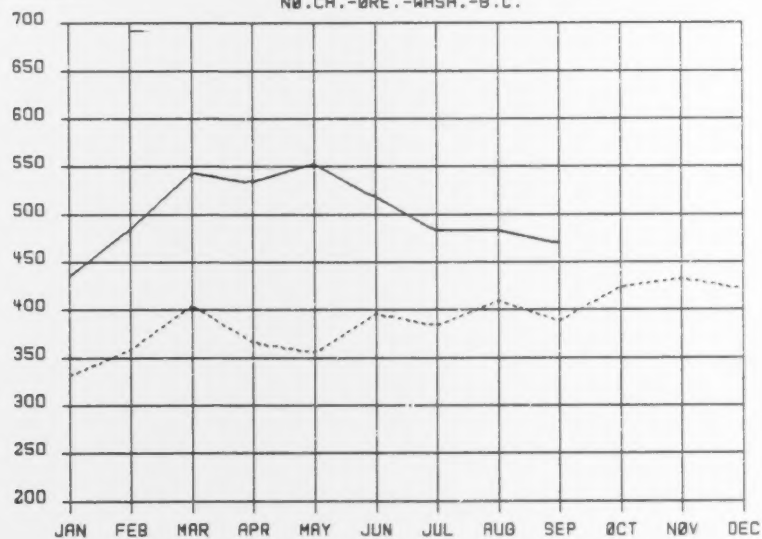
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	6.2	21.0	23.4	47.4	65.4	53.8	54.2	61.8	39.7			
% Change	6.2	13.5	17.0	23.7	31.1	34.5	37.1	40.1	40.1			

THOUSANDS

DISTRICT 9
NE.CA.-ORE.-WASH.-B.C.1983 - - - -
1984 - - - -Gain or Loss

Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	31.3	35.1	34.4	46.0	55.4	31.0	26.0	18.1	21.2			
% Change	31.3	33.2	33.7	36.8	40.4	38.7	36.8	34.3	32.8			